

Massachusetts  
Group Conversion Guaranteed Issue  
Nongroup Membership<sup>1</sup>  
as of December 31, 2000

Nongroup Membership Total Membership	Type of Plan	MA Members as of 12/31/99	MA Members as of 12/31/00	12/31/99 to 12/31/00 MEMBER DIFFERENCE
Salle Life Insurance Company	Medical	0	0	0
ConnectCare of Massachusetts, Inc. <sup>2</sup>	HMO	0	0	0
Connecticut General Life Insurance Company	Medical	11	7	(4)
First Allmerica Life Insurance Company	Medical	0	0	0
Great-West Life and Annuity Insurance Company	Medical	0	1	1
Phoenix Home Life Mutual Insurance Company	Medical	0	0	0
Principal Life Insurance Company	Medical	5	2	(3)
Sentry Life Insurance Company	Medical	0	0	0
UnICARE Life and Health Insurance Company	Medical	0	11	11
Total Members		16	21	5
Massachusetts Population <sup>3</sup>		6,175,169	6,349,097	
Market Penetration Rate <sup>4</sup>		0.0%	0.0%	

<sup>1</sup> Represents membership in guaranteed issue health plans subject to M.G.L. c. 170M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.

<sup>2</sup> Membership statistics for 1998 and 1999 as submitted by carrier were reported in error. Reported statistics were nongroup members of "closed" nongroup health plans. Membership has been adjusted to reflect zero insureds for the reported periods.

<sup>3</sup> 1999 Population Source: Population Estimates Program, Population Division, U.S. Bureau of the Census, March 9, 2000 - estimated population by county as of July 1, 1999.

<sup>4</sup> 2000 Population Source: U.S. Census Bureau, Census 2000 Redistricting Data (P.L. 94-171) Summary File, Table PL1 - March 21, 2001.

<sup>\*</sup> Total members in Massachusetts divided by the 1999 and 2000 population in Massachusetts respectively.

Nongroup Membership Total Subscribers	Type of Plan	MA Subscribers as of 12/31/99	MA Subscribers as of 12/31/00	12/31/99 to 12/31/00 Subscriber DIFFERENCE
Celtic Life Insurance Company	Medical	0	0	0
ConnectCare of Massachusetts, Inc. <sup>2</sup>	HMO	0	0	0
Connecticut General Life Insurance Company	Medical	8	7	(1)
First Allmerica Life Insurance Company	Medical	0	0	0
Great-West Life and Annuity Insurance Company	Medical	0	1	1
Phoenix Home Life Mutual Insurance Company	Medical	0	0	0
Principal Life Insurance Company	Medical	5	2	(3)
Sentry Life Insurance Company	Medical	0	0	0
UnICARE Life and Health Insurance Company	Medical	0	9	9
Total Subscribers		13	19	6

Nongroup Membership Total Dependents	Type of Plan	MA Dependents as of 12/31/99	MA Dependents as of 12/31/00	12/31/99 to 12/31/00 Dependent DIFFERENCE
Celtic Life Insurance Company	Medical	0	0	0
ConnectCare of Massachusetts, Inc. <sup>2</sup>	HMO	0	0	0
Connecticut General Life Insurance Company	Medical	3	0	(3)
First Allmerica Life Insurance Company	Medical	0	0	0
Great-West Life and Annuity Insurance Company	Medical	0	0	0
Phoenix Home Life Mutual Insurance Company	Medical	0	0	0
Principal Life Insurance Company	Medical	0	0	0
Sentry Life Insurance Company	Medical	0	0	0
UnICARE Life and Health Insurance Company	Medical	0	2	2
Total Dependents		3	2	(1)